

# POSITION DESCRIPTION

## General CONSULTANT – Grade 4-6 Developing to TPM Lead



### SUMMARY

We are looking for candidates who have a passion for improvement and enjoys working with individuals and organisations to deliver a positive and sustainable impact. Must have change-agent experience with Operational Excellence and Leadership credibility.

The ideal applicant will have demonstrable experience either in consulting or inhouse development and delivery of TPM and Operational Excellence and wants to progress in this field long term. A deep understanding of continuous improvement methodologies such as Lean or Six Sigma, Agile, and TPM methodologies within these, and a deep appreciation of Leadership and Behaviours are essential. We are looking for someone who will become a valued member of our team and will build long term relationships with our clients and continue to grow our TPM offering into the future integrating it with our Leadership programmes.

### KEY RESPONSIBILITIES

- ▶ Managing individual work streams within an account team that deliver exceptional value and transformational culture change results to our clients through training and/or consulting projects
- ▶ Developing transformation programmes and work streams to meet the needs of our clients across a range of sectors
- ▶ Coaching and mentoring of key players and managers in a change environment
- ▶ Account growth and business growth
- ▶ Practise development – integrating with all aspects of our Enterprise Excellence model
- ▶ Contribute to thought leadership within the company by producing articles and white papers on your area of expertise and ultimately within the TPM field
- ▶ Expand and diversify the consulting services we offer to our clients both digitally and in person
- ▶ Continuing personal development
- ▶ Collaborate with others internally to support company business initiatives
- ▶ Participate in cross-company working teams that focus on the development of the business.
- ▶ Manage project teams and personal development plans as required.

### SKILLS AND ATTRIBUTES

- ▶ Builds trusting, supportive relationships with clients and colleagues and can facilitate capability development in others within those clients at various levels of the organisation
- ▶ Has a deep understanding and knowledge of how 'ideal behaviours' and psychology contribute to transformation (ideally in TPM)
- ▶ Leads others by knowing how to get the best out of people. Gives useful, timely and constructive feedback
- ▶ Leverages culture and behaviours to drive transformation results
- ▶ Excellent communication, facilitation, and presentation skills both virtually and in person, with experience in designing, developing, and delivering solutions to a range of audiences
- ▶ Curious, creative, collaborative, and credible
- ▶ Works well as an individual or as part of a team within a client
- ▶ Lean or six sigma problem solving and improvement capability including logical reasoning, creative thinking, and the ability to untangle complex issues

### KEY REQUIREMENTS

- ▶ A minimum of 6 years experience in Lean and or TPM
- ▶ A Degree or Equivalent
- ▶ Freedom to travel globally and a full driving license

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## SALARY & BENEFITS

We have a great team environment and have recently been awarded the Investors in People Gold Award recognizing the attention we give in our business to developing talented people and creating a supportive, inclusive culture. This role also includes:

- ▶ Competitive salary commensurate with experience
- ▶ Healthcare & Dental Insurance
- ▶ Above average holiday allowance
- ▶ Flexible working

## ABOUT S A PARTNERS

Over the last 25 years we have supported organisations globally to deliver sustainable organizational transformation programmes. We help our clients develop their internal capability and business systems, ensuring they achieve long term success. We have a passion for improvement, and we want individuals and organisations to make a positive impact and succeed. With five *Shingo Award* winning publications we are also recognized as thought-leaders in Leadership, Continuous Improvement and Operational Excellence.

Through the S A PARTNERS Academy we provide accredited training in Leadership, Continuous Improvement, TPM and Enterprise Excellence. Our consulting team support organisations at a strategic and operational level with the development of management systems; strategy; operational excellence; supply chain management, TPM and customer journey mapping. We deliver programmes for our clients both inhouse and virtually and support them create a culture of continuous improvement that drives sustainable change.

### *Our Business Principles (6C's)*

Colleagues	Customers	Capacity	Competence	Company	Care
We will respect and support each other, keep our promises, learn by sharing our skills and experiences, to ensure together we are a stronger business	We will build excellent relationships and deliver excellent value for our customers to ensure long term mutual success.	We will deliver won business on time and in full creating benefit for our customers and profit for our Company	We will lead the way in thought leadership by developing our own offers, IP and skills enabling us to satisfy the current and future needs of our customers	We will all strive for excellence – growing profits and efficiency while protecting and cherishing our company	We will continually look for opportunities to reduce our carbon footprint and develop approaches that enable us to support our communities we work in.

We have offices in the UK, Ireland, USA and Australia. Our business is owned by the partners who work in it day to day, aspirant future partners who want to own and cherish the business for the long term are always welcome.

## FOR MORE INFORMATION:

Visit our website: [www.sapartners.com](http://www.sapartners.com)

Follow us on LinkedIn: <https://www.linkedin.com/company/s-a-partners>

Follow us on Twitter: [@S\\_A\\_PARTNERS](https://twitter.com/S_A_PARTNERS)

## TO APPLY FOR THIS POSITION

To apply for this position either:

- ▶ Register online at [www.sapartners.com/careers](http://www.sapartners.com/careers)
- ▶ Email your CV to [rachel.doyle@sapartners.com](mailto:rachel.doyle@sapartners.com).

Please contact our team if you would like to discuss this role in any way.